



Workforce Development Board  
County of Middlesex

Economic Development and Business Services Committee Minutes

October 12, 2017

Present: Phyllis Boulanger, Roseann Bucciarelli, Poo Lin, Brian Sant’Angelo, and Anthea Williams.  
Staff/Guests: Kevin Kurdziel, Diane Seavers, and Shamara Gatling-Davila.

1. **Welcome and Introductions** .....Kevin Kurdziel
  - a. Kevin opened the meeting by introducing himself and asking everyone to introduce themselves.
2. **Approval of Minutes from July 6, 2017 Meeting**
  - a. Poo made the first motion to approve the set of minutes and Roseann seconded the motion. No one opposed.
3. **EMSI Implementation** .....Kevin Kurdziel
  - a. EMSI software is currently being used by staff. EMSI is great for identifying training programs relevant to in demand occupations. The software will be used to help with procurement as well current labor market information.
  - b. Middlesex County College has also incorporated the use of EMSI their data point of reference.
4. **Current Business Engagement**.....Kevin Kurdziel
  - a. Amazon recruitment is still ongoing for their Edison and Cranbury locations. Amazon is also looking for a location for their second national headquarters. Four locations in New Jersey have made it to the second round: New Brunswick (located in The Hub), Jersey City, Newark, and Camden. They are looking to hire about 50,000 people.
  - b. Cascades, a manufacturing company out of Montreal, Canada, is moving into Piscataway. They are looking to hire 150-250 people and expect to open by Memorial Day 2018. A brand new facility needed to be built due to the current facility not being able to accommodate the machinery used. Cascades will use a recruiting company in addition to using the Business Resource Center through the One-Stop. They are interested in various incentives, OJTs, and incumbent worker training. The current employees in the Queens, NY facility have been told the company is moving and a small percentage are willing to travel to Piscataway.
  - c. Fed-EX is looking to hire for their warehouse facilities.
5. **Business Services Update**.....Kevin Kurdziel
  - a. Some of the most recent recruitments, other than those mentioned above, were: Revolution Foods, Audtalent, Burlington Coat Factory, People Link and the Job fair held in Old Bridge. New, temporary, fold-in signage was purchased to help people identify the location for Workforce and recruitment events until a larger sign is created.
  - b. The Job-Fair held in Old Bridge on September 14, 2017, had about 160 attendees. The county is still waiting on data from the employers, but JC Penny did hire a few people from the job fair. The Veterans Job and Service Fair will be held on November 2, 2017, at the Sayreville VFW.

6. **Labor Market Information** .....Kevin Kurdziel
- a. For the month of August, Middlesex County currently has a 4.4% unemployment rate. New Jersey and the national unemployment rate has increased as well. September numbers usually stabilize or decrease again. It is common to see another slight increase in January/February due to the holiday season.
  - b. EMSI was used to identify some of the highest rates of unemployment by specific sectors. This report was based on January statistics so there can be a seasonal impact on the numbers. Construction has 10% unemployment rate, transportation and material moving has 17%, management occupations 7%, building grounds and cleaning 8%, most of the other occupations hover around 1-3% for unemployment.
7. **Incumbent Worker Training**..... Diane Seavers
- a. Everyone was updated on the approved Incumbent Worker Training with Sunny Delight. The full staff, on-site, training began on April 10, 2017. The training for Six Sigma Lean (white, yellow, green, black and true blue) was expected to last for six months and should be finished by this month. There is an additional six-month sustainability period to make sure everyone is moving forward with the new skills. A status update is pending from Sunny Delight.
  - b. Silverline by Anderson signed an incumbent worker training contract on October 10, 2017. That contract begins next week. Middlesex County College will offer the Electro-Mechanical Technology Training which is eighty (80) hours and for sixty (60) employees. The training is scheduled to end the later part of December.
  - c. Berry Plastics wants to train a total of twenty-five (25) employees between the first and second work shifts in Electro-Mechanical Training. The training through Lincoln Technical School will be provided at the Berry Plastic location and on their equipment. The training will take place two (2) days every other week/four (4) days a month. The training may start in November.
8. **Career Counseling/Business Service Teams**.....Kevin Kurdziel
- a. The Business Unit has hired a new employee. She is expected to start on November 6, 2017. In January, a new way of job matching will take place. The business unit and career counselors will review cases for clients that are unemployed post training and match them with employers that are hiring for that occupation.
9. **UpSkill Middlesex Launch**.....Diane Seavers
- a. Metrix, through NY Wired, is an online program that offers about 5,000 courses and about 150 of those courses can lead to credentials. There are no prerequisites to take the online courses. Intermediate computer skills and high speed internet is needed to fully take advantage of Metrix. Each license is valid for six (6) months. Each person will have a total of six (6) months to complete an online course that has been started. The cost of this program is \$36,000, which is equivalent to about six (6) full expense ITAs.
  - b. Last program year about 7,800 people came into the Middlesex County One Stop Career Centers (New Brunswick & Perth Amboy). Approximately 500 received an ITA. Metrix will allow more people to be served remotely.
  - c. One Stop Career Center staff will also have access to use Metrix.
10. **Misc./New Business**
- a. A Veterans Job and Service Fair is scheduled for November 2, 2017, at the Sayreville VFW.
  - b. There was a Business Summit held at Rutgers University Visitor's Center in September to provide area businesses and partners with an overview on how the county can help with Economic Development, Workforce Development and accessibility to arts, history and culture.

- c. Talent Development Network RFPs and proposals deadline has passed. The state is reviewing the submissions for construction and utilities and food sciences from higher education institutions.

## 11. Adjournment

Meeting adjourned.

**The next meeting of the Economic Development and Business Services Committee will be in January 2018 at 550 Jersey Avenue, New Brunswick. 9 AM in WIOA Conference Room G.**